

Acute Hospital Financial Performance Trends

| Hospital | City/Town | County | Hospital Type | Fiscal Year End | Number of Months Data |
|---------------------------|--------------|--------|------------------------------|-----------------|-----------------------|
| Lawrence General Hospital | Lawrence, MA | Essex | Community, High Public Payer | 09/30/16 | 12 |

| Financial Performance Indicators | FY12 | FY13 | FY14 | FY15 | FY16 | MA Industry Median FY16 | North East US Median FY15 |
|-----------------------------------|---------------|---------------|---------------|---------------|---------------|-------------------------|---------------------------|
| PROFITABILITY | | | | | | | |
| Operating Margin | 4.6% | 3.4% | 3.5% | -1.8% | 0.5% | 2.6% | 2.3% |
| Non-Operating Margin | 1.1% | 1.1% | 0.8% | 0.1% | 1.0% | 0.8% | 0.1% |
| Total Margin | 5.6% | 4.5% | 4.2% | -1.7% | 1.5% | 3.1% | 2.8% |
| Operating Surplus (Loss) | \$10,007,000 | \$7,469,000 | \$8,021,000 | (\$4,091,000) | \$1,292,000 | -- | -- |
| Total Surplus (Loss) | \$12,398,000 | \$9,855,000 | \$9,770,000 | (\$3,957,000) | \$3,619,000 | -- | -- |
| LIQUIDITY | | | | | | | |
| Current Ratio | 1.7 | 1.4 | 2.5 | 2.0 | 1.6 | 1.8 | 1.6 |
| Days in Accounts Receivable | 50 | 47 | 53 | 51 | 57 | 40 | 50 |
| Average Payment Period | 47 | 55 | 55 | 62 | 76 | 55 | 66 |
| SOLVENCY/CAPITAL STRUCTURE | | | | | | | |
| Debt Service Coverage (Total) | 9.0 | 24.8 | 8.6 | 2.6 | 5.0 | 4.2 | 3.0 |
| Cash Flow to Total Debt | 47.5% | 39.7% | 20.1% | 5.4% | 13.1% | 20.8% | 12.0% |
| Equity Financing | 71.4% | 70.7% | 57.1% | 54.8% | 51.7% | 50.3% | 47.0% |
| OTHER | | | | | | | |
| Total Net Assets | \$109,317,000 | \$117,080,000 | \$126,485,000 | \$120,411,000 | \$114,752,000 | -- | -- |
| Assets Whose Use is Limited | \$42,560,000 | \$48,719,000 | \$55,294,000 | \$41,410,000 | \$30,299,000 | -- | -- |
| Net Patient Service Revenue | \$198,551,718 | \$205,885,332 | \$204,199,000 | \$203,791,000 | \$215,292,000 | -- | -- |

For descriptions of the metrics, please see the Massachusetts Hospital Financial Performance Technical Appendix